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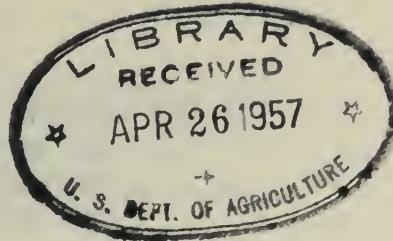
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UNITED STATES DEPARTMENT OF AGRICULTURE
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SOME SUGGESTIONS
FOR WORKING WITH PEOPLE ON LOW PRODUCTION FARMS

According to preliminary reports of research and Extension personnel working in the low production counties in Texas, the people living in this area can be divided into about four definite groups because of the characteristics of the problems which confront them. In working with the problems in low production areas, a program would need to be designed to give special consideration to each one of these groups. Action that could be taken to help them improve their position follows:

I. There is one group of people who, for one reason or another, can do very little to change their income position. They have very limited resources, many are old or disabled people. These people could be materially aided through an active program which would give them information on:

- (a) Public health facilities available to them.
- (b) The social security system.
- (c) Improvement in family living from the farm and improvement of the home.
- (d) Handicraft training of different types.
- (e) Very small farm operation.

It would require a great deal of personal contact to furnish these people with information that they will need to improve their position.

II. There is a second group of people who want to improve, and have possibilities of improving, their situation strictly through farming operations. Personnel working with this group should:

- (a) Stress demonstration tours of small dairies, poultry, hog or other farm enterprises.

- (b) Become acquainted with credit facilities available for small farm operators and be sure that farm operators know fully all sources of farm credit available.
- (c) Show farmers and farm equipment dealers how small farmers can use farm equipment profitably in their business. It would perhaps be necessary to budget out expenditures and receipts from the use of particular items of farm equipment.
- (d) Check the possibility of using governmental marketing orders in fruits and vegetables, particularly watermelons.
- (e) Investigate the possibility of specialty crops, working with retail outlets such as chain food stores as a market for such crops.
- (f) Explain fully the advantages of different government programs available to farmers.

III. There is a third group which live on farms but do very little farming. They depend on part-time employment for the major part of their income. Personnel working with this group should:

- (a) Maintain close liaison with employment offices and businessmen in local towns as a means of improving employment opportunities.
- (b) Work with Chambers of Commerce or industrial committees trying to locate industry in the area.
- (c) Conduct a special program for this group employed in off farm jobs stressing ways of improving efficiency in limited farm enterprises. These people do not fit the mold as far as general Extension programs are concerned, consequently, they often miss information released through regular Extension channels.
- (d) Explain the governmental programs and how this group can benefit in soil conservation work and other farm programs.

IV. There is a fourth group of people, mostly young people, who show very little interest in farming as a permanent occupation and are looking for opportunities to move out into other employment. Personnel working with this group should:

- (a) Furnish job information to both young and older people. There may be some need to place more emphasis on training that can be used in non-farm jobs for 4-H Club work in these areas so that club work will be more in line with the desires of its members.
- (b) Investigate the possibility of orientation training for skilled and semi-skilled jobs such as welding, brick laying and carpentry.
- (c) Furnish information to industrial plants in the area and other businesses as to the availability of labor.

According to preliminary reports from the Social Security research study now being conducted in Cherokee county, farmers in this area do not have an adequate knowledge of the Social Security program, consequently, do not realize the advantages to be derived from that program. Increased emphasis should be given to Social Security education.

The Agricultural Economics and Sociology Department of Texas A. & M. College is now conducting two research projects in the lower production areas of Texas. From the information gathered from these projects, invaluable aid can be given to Extension personnel assigned to carry on an action program in the area.

